Headquarters U.S. Air Force

Integrity - Service - Excellence

Reverse Auctioning under EMCOS

Presented by

Gerardo Villarreal

311 HSW/PKVAB

U.S. AIR FORCE

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EMCOS

- **Environmental Minor Construction and Ops and Services…*The Environmental Problem Solver***
  - AFCEE business tool to support AF requirements
  - Supports all pillars: pollution prevention, compliance, restoration, and conservation
  - EMCOS contract(s) capable of providing:
    - A broad range of environmentally related minor construction, repair, demolition, and incidental architect-engineering services
    - Environmental operations, maintenance, and services support

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EMCOS

- Worldwide with CONUS Emphasis
- Source Selection
- Multiple Awards (5 Awards, Total Small Business Set-aside)
- $45M Program Ceiling
- Contractual TO Limit of $5K to $1.5M
- 3-year IDIQ
- Multiple Pricing Arrangements (T&M, FFP)
- Awarded - 15 Jun 01

EMCOS

- **Special Clauses**
  - Pre-pricing capability for minor construction projects (PULSAR Means)
  - Decentralized Ordering: non-AFCEE customers receive access to EMCOS basic contracts for the purpose of awarding, administering, and closing out their own TO's
  - Reverse Auctioning: contractors competing for TO's can submit one or more successive bids based on other offers
- **Web site**
  - http://www.afcee.brooks.af.mil/pkv/emcos/emcos.asp

EMCOS
Reverse Auctioning

- **Allows contractors to bid on work via the Internet**
- **Used for simple, well-defined FFP projects**
- **How reverse-auctioning works**
  - Login/passwords are issued to contractors
  - RFP, SOW, and all pertinent information are loaded into auction Web site
  - Due date for technical proposals is established
  - Technical proposals are reviewed for acceptability
  - Only contractors with acceptable technical proposals enter auction
  - Date, opening/closing time, and bid decrement are established for auction
  - Firms outbid by lowering - not raising the price of bids
  - “Apparent low-bidder” submits actual cost proposal for final AFCEE approval before contract award

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EMCOS
Reverse Auctioning

- **1st online auction held 26 June 02**
- **Auction monitored at all times - technological "back-ups" in-place**
- **Well received by both AFCEE and firms**
  - Honest, helpful feedback by contractors
- **Future reverse-auctioning improvements**
  - Virtual clock
  - Online creation and maintenance of passwords

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Reverse Auction

EMCOS Reverse Auction Site

HOME | LOGOFF
View Contracts

AFCEE time is now 6/26/2002 11:00:00 AM

Stay on this page while the bidding is in progress
Use the 'Refresh' or 'Reload' button or press the F5 key to see new bids
Bidding will close after 5 minutes of inactivity.

Bidding Information on Contract F41624-01-D-855X-00XX

F41624-01-D-855X-00XX
Motorized Gate/Niagara Falls

Construction of motorized gate at Niagara Falls.

Date Posted: 6/19/2002

Technical Proposal Deadline: 6/24/2002 (Deadline has passed)

Bidding Date: 6/26/2002 (9 a.m. - 9:30 a.m. Central Time)

Contracting Officer: Gerardo Villarreal

Bidding Information

Government Estimated Start Bid: $45,100.00

Current Low Bid: $39,000.00

Date/Time of Current Low Bid: 6/26/2002 9:43:01 AM (Central Time)

Minimum Decrement: $500.00

Apparent low bidder is Cape Environmental

Associated Documents

No files have been uploaded at this time.

Technical Documents You Have Uploaded

No files have been uploaded at this time.

Deadline for uploading technical documents has passed.

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Reverse Auction

Bidding for F41624-01-D-855X-00XX

Motorized Gate/Niagara Falls

Technical Proposal Deadline: 6/24/2002

Bidding Deadline: 6/26/2002 9:48:01 AM

Company	Bidder	Amount	Bid Date
Cape Environmental	Mcmullen, Pat	$39,000.00	6/26/2002 9:43:01 AM
Environmental Quality Management	Zody, James	$40,500.00	6/26/2002 9:41:19 AM
Cape Environmental	Mcmullen, Pat	$41,000.00	6/26/2002 9:40:43 AM
Environmental Quality Management	Zody, James	$41,500.00	6/26/2002 9:37:55 AM
Cape Environmental	Mcmullen, Pat	$42,000.00	6/26/2002 9:35:45 AM
Environmental Quality Management	Zody, James	$43,000.00	6/26/2002 9:32:47 AM
Cape Environmental	Mcmullen, Pat	$43,500.00	6/26/2002 9:31:55 AM
Environmental Quality Management	Zody, James	$44,500.00	6/26/2002 9:28:29 AM
Cape Environmental	Mcmullen, Pat	$45,000.00	6/26/2002 9:27:15 AM
Environmental Quality Management	Zody, James	$45,500.00	6/26/2002 9:20:16 AM
Cape Environmental	Mcmullen, Pat	$46,000.00	6/26/2002 9:01:02 AM